

Motivational Interviewing:

5 PRINCIPLES

- **Develop discrepancy**

Motivation for change occurs when people perceive a discrepancy between where they are and where they want to be.

- **Express empathy**

Empathy is the ability to see the world through the client's eyes. Conveying acceptance and an accurate understanding of the client's experience helps facilitate change.

- **Amplify ambivalence**

Allowing clients to safely explore this normal part of the change process, reframing, reflect and amplifying it helps them resolve it and move forward.

- **Roll with resistance**

Challenging resistance is generally results in more resistance, but using it as an opportunity to explore client concerns usually results in less, along with more openness to new perspective”

- **Support self-efficacy**

Believe that change is possible. MI builds faith in clients' choices and actions involved in change, encourages alternatives if initial attempts fall short”

4 TECHNIQUES

- **Open-ended questions**

“Tell me about a situation when you were able to make a difficult change?”

- **Affirmations**

“Even though you have to take two buses you have done a great job keeping your appointments.”

- **Reflections**

“On one hand you'd like to use condoms, but you're concerned about how your partner might react. “

- **Summarizing**

“It looks like you have a realistic exercise plan, have decided on a reasonable first step and are ready to begin tomorrow.”

In counseling: **Direct persuasion elicits resistance.**

Reactance

The Brehm's (1981) reactance theory posits that perceived threats to personal freedom and choice will elicit behaviors designed to demonstrate and restore that freedom. When behavioral freedom and autonomy are threatened, the probability and the perceived desirability of the to-be-lost behavior will increase.

“Resistance”, “denial”, “non-compliant” and all those terms that you have probably heard thrown around for years are all reframed in MI as:

AMBIVALENCE = Feeling two ways about something, and is a normal part of making a change and making a decision to change....

In MI resistance is not considered a client problem, but an indicator of a counselor problem. It is a signal that **the counselor's approach** is eliciting resistance.

Tips from Bill Miller: 8 Tasks of Learning MI

- **MI Spirit** - Honors the client's autonomy and self-direction. A desire to explore client capacity rather than incapacity, with genuine interest in the client's experience and perspectives.
- **OARS** – Becoming proficient in client centered counseling skills - comfortable with open-ended questions, affirmation, summaries, and particularly accurate empathy.
- **Recognizing Change Talk** - Language that signals movement in the direction of behavior change- includes desire, ability, reasons, and need for change.
- **Eliciting and Strengthening Change Talk** - Ability to evoke and reinforce client change talk and commitment language.
- **Rolling with Sustain Talk and Resistance** - Responding to client sustain talk and resistance by reflecting and respecting without reinforcing or opposing it.
- **Developing a Change Plan** - Recognizing readiness to negotiate a specific change plan that is acceptable and appropriate to the client.
- **Consolidating Commitment** - Increasing strength of client commitment to change, and to specific implementation intentions.
- **Transition and Blending** - Blending MI style with other intervention methods; being able to transition back and forth as required.